



# WINNEBAGO COUNTY

— ILLINOIS —

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March 13, 2023

**ADDENDUM TWO**  
**THERAPY SERVICES**  
**REQUEST FOR PROPOSAL #23P-2267**

**PLEASE NOTE: THE NEW DUE DATE FOR THE RFP IS WEDNESDAY, MARCH 22, AT 3:00 PM.**

1. CMI's (PT,OT,ST,Nursing,NTA)

**.93 Do not have break down per modality.**

2. Current Managed A PDPM?

**4**

3. Facility Census by Payer (we need to know about the leveled Managed As and do they have any Managed B, Medicaid, Private Pay)

**Med-A (4), Med Replacement (5), Medicaid (103), Private (23)**

4. Count of beds in each of the 4 neighborhoods (that way we can tell Medicare potential since only Blue Jay and Cardinal are Medicare Certified)

**Blue Jay-76, Cardinal 76, Dove 76, Eagle 76**

5. Do they have an Admin Assistant to help with Transport or other tasks? If yes, are they FT/PT?

**This is a stand-alone facility. Facility does not transport. It is up to rehab company to provide.**

6. If awarded the contract, when will it start?

**TBD, County will work with new Provider to establish a timeline for transition.**

7. I assume we can use Physical Therapy Assistants and Occupational Therapy Assistants to provide some services.

**Yes, for Part A. Only if no other option for Part B due to reduced reimbursement.**

8. Avg PDPM - Medicare Part A therapy minutes per patient per week

**Average 60 minutes per patient.**

9. RUG - Managed Care Part A—days in 2022

**Total of 512 days. Do not have breakdown between PDPM and RUGS**

10. Per Minute - Managed Care Part A—patient days in 2022

**Average 60 minutes per patient.**

11. Part B eligible patients—number of in the building

**Approximately 90.**

12. Number of Medicaid only residents in building

**14**

13. Is therapy currently providing any wellness programming? If so, how, and are they also providing wellness in outpatient center.

**This is a stand-alone facility. Current provider has an option to provide wellness services upon request.**

14. What is the policy on treating Medicaid only patients?

**Eval and restorative to set-up programs.**

15. What is the buildings current CMI?

**.94**

16. Average Daily Census?

**130-135**

17. Average skilled Traditional Medicare PDPM? **Do not have break down between PDPM and RUGS**

a. Average PDPM Medicare Advantage? **Do not have breakdown between PDPM and RUGS**

b. Average PDPM – Navi Health? **Not Applicable**

18. Average Skilled Managed Care Patient (Levels)s?

**Do not have the information**

19. Average Part B Available Census ?

**90**

20. Average Part B Caseload ?

**30**

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21. Average Managed Care Part B?

**10**

22. Average Medicaid Census on Caseload?

**0**

23. I also need to know what the current providers software is?

**Navihealth**

24. On Page 16, for Managed care ...What is A and what is B?

**See chart after # 35 for correct info.**

25. Is this statement correct, all therapeutic equipment is property of River Bluff except for E-Stem?

**Yes**

26. Can you please provide more guidance regarding the statement in section 1.5 as to what types or kinds of evidence of authority to sign the proposal will be accepted?

**Officer of the company.**

27. Can you please provide the current pricing or may I see the winning bid from the last RFP?

**See Attached.**

28. We currently have 1M/3M in all areas, as is standard in the industry. The requirements are 2M per occurrence (2M/2M). Is this negotiable? We would love to be a part of this RFP, but this will be an extremely expensive addition. Is there any route around this?

**No, this is non-negotiable.**

29. Also, it does not appear that a Bond is required. Is this correct?

**Yes, no Bond is required.**

30. What is your monthly Managed Care B utilization (number of units or minutes)?

**14.63**

31. What is your monthly Medicaid utilization (number of units or minutes)?

**3 Evals only**

32. What is your current pricing with Power Back?

**See Attached.**

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33. What discipline is your current rehab director?

**PTA**

34. Would you want/expect a new provider to retain your current therapy team? Do you know what the anticipated cost of buy-out would be?

**Therapists have Non-Compete. We are satisfied with the therapists. We do not know cost of buy out.**

35. Documents within the RFP Response contain trade secrets and financial information that have been deemed "Confidential". Will Winnebago County protect these documents from subsequent disclosure?

**Yes, they will be protected, if properly identified.**

<b><i>SNF - Skilled Minutes per Week</i></b>	
PDPM – Traditional	60 minutes per patient /day. 300 minutes per week.
PDPM - NaviHealth	N/A
PDPM - Other	N/A
Skilled Managed Care	60 minutes per patient day

<b><i>SNF Medicare Part B Minutes</i></b>	
% Receiving Therapy 5x/week	20%
5x per Week - Average # of Disciplines	2
% Receiving Therapy 3x/week	70%
3x per Week - Average # of Disciplines	2
Minutes per Unit	14.63
Units per Visit per Discipline	3.06 units/visit
Annual Days	N/A don't have this information

<b><i>SNF - Managed Part B Minutes</i></b>	
% Receiving Therapy 5x/week	10%
5x per Week - Average # of Disciplines	2
% Receiving Therapy 3x/week	80%
3x per Week - Average # of Disciplines	2
Minutes per Unit	14.63 minutes per unit
Units per Visit per Discipline	3.06 units/visit
Annual Days	N/A don't have this information

**END OF ADDENDUM TWO**